

Message Text

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PAGE 01 KUWAIT 01047 191000Z

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FM AMEMBASSY KUWAIT

TO SECSTATE WASHDC 9066

C O N F I D E N T I A L KUWAIT 1047

FOR COMMERCE/MAJOR PROJECTS DIVISION

E.O. 11652: GDS

TAGS: BMEP, EIND, ETRN, KU

SUBJECT: KUWAIT LPG TANKER FLEET

REF: STATE 47310 AND PREVIOUS

1. EMDOFF DISCUSSED OGDEN INTERES WITH WELL-PLACED AMERICAN ADVISOR (PROTECT IN MINISTRY FINANCE AND OIL. HE SAID MFO HAS ALREADY RECEIVED OVER 20 PROPOSALS INCLUDING ABOUT FIVE FROM AMERICAN COMPANIES. OTHERS WERE FROM EUROPEAN AND JAPANESE COMPANIES. MOREOVER, SOME PROPOSALS HAVE BEEN ATTRACTIVE TO KUWAITIS WHOSE PRIMARY CONCERN IS OPERATION OF SHIPS RATHER THAN OWNERSHIP. IN ONE CASE AMERICAN FIRM OFFERED ASSIGN SIX OF ITS SHIPS TO KUWAITIS AND TAKE PAYMENT IN LPG. THIS WOULD GAIN SOURCE OF LPG FOR COMPANY AND GIVE KUWAITIS INSTANT FLEET.

2. UNDER CIRCUMSTANCES MFO CONTACT TOLD EMBOFF OGDEN SHOULD SUBMIT PORPOSAL SOONEST IF IT WISHES TO BE CONSIDERED. MOREOVER, OGDEN LETTER SHOULD BE AS DETAILED AS POSSIBLE SINCE IT WILL BE COMPETING FOR ATTENTION WITH FAIRLY DETAILED PROPOSALS OF OTHER COMPANIES. PROPOSALS SHOULD BE ADDRESSED TO MR. ABDULWA AB MOHAMAD ABDULWAHAB, UNDERSECRETARY OF FINANCE AND OIL, POST OFFICE BOX 9, KUWAIT.
STOLTZFUS

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Message Attributes

Automatic Decaptioning: X
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